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Q&A

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Exam : HP2-E60

**Title : Selling HP Cloud,
Converged Systems and
Services**

Version : DEMO

1.What do analysts predict is the future direction of virtualization?

- A. Applications will become load-balanced workloads with full lifecycle management across multiple virtual machines.
- B. Virtual applications will be replaced by self-service applications in the data center.
- C. Virtual machines will move from clusters of physical machines to virtual grid computing with shared computerresources.
- D. Virtual machines will slow in the enterprise, but virtual applications will grow in the cloud.

Answer: A

2.Approximately 50% of IT executives state that security is one of their single largest barriers for cloud adoption.

With which three security resources does an HP hybrid cloud integrate seamlessly, to address these executives' concerns? (Select three.)

- A. Fortify
- B. ArcSight
- C. TippingPoint
- D. OnGuard Online
- E. Insight Remote Support
- F. ProtectTools

Answer: A,B,C

3.Which two benefits can HP CloudSystem Matrix provide to customers? (Select two.)

- A. automatically redistribute resources
- B. provide the ability to assign resources in hours
- C. automatically repair down resources
- D. provide faster time to market

Answer: A,D

Reference:<http://h18004.www1.hp.com/products/servers/docs/4AA3-8517ENW.pdf>

4.The CIO of a communications company plans to use virtualization and cloud technologies to enable the company to scale and adapt quickly to changing business needs. However, the CIO has concerns that moving to the cloud will prevent them from meeting their aggressive targets and keeping pace with their competitors.

How should you respond to the CIO's concerns?

- A. Recommend an upgrade to redundant components to eliminate downtime in the data center.
- B. Advise the CIO to schedule implementation of cloud technologies after they meet their targets.
- C. Explain that rapid innovation in cloud technologies affects all business equally.
- D. Offer HP Education Services to help train IT staff to work in the cloud environment.

Answer: D

5.A customer with a CloudSystem Matrix solution needs a dedicated support resource from HP
Which HP Proactive Care Service option should this customer choose?

- A. Enhanced Reactive Support
- B. Priority Support

C. Premier Response Support

D. Personalized Support

Answer: D

Reference:<http://www8.hp.com/ca/en/business-services/itservices.html?compURI=1404705#.UrZ96WQmmZ0>